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Message Text

UNCLASSIFIED POSS DUPE

PAGE 01 STOCKH 04562 101528Z

67
ACTION EUR-10

INFO OCT-01 ISO-00 EB-03 RSC-01 DRC-01 /016 W
---------- 073735
R 101445Z OCT 74
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 3088
AMEMBASSY COPENHAGEN
AMEMBASSY HELSINKI
AMEMBASSY OSLO

UNCLAS STOCKHOLM 4562

FOR BIC/OIM

E.O. 11652 N/A
TAGS: BEXP, SW
SUBJECT: ECOLOGY: PROCUREMENT

REF: STOCKHOLM'S 3963

1. MULTI-ACCOUNT AGENT BO PHILIP INSTRUMENTATION WILL EXHIBIT FOR THE FOLLOWING: A) OTM ORION RESEARCH INC., CAMBRIDGE, MASS. 02139; B) OTM YELLOW SPRINGS INSTRUMENT CO., INC., YELLOW SPRINGS, OHIO 45387; C) OTM G.K. TURNER, PALO ALTO, CALIFORNIA 94303; D) OTM CARLE INSTRUMENTS, INC., FULLERTON, CALIFORNIA 92631.

2. BO PHILIP IS ALSO NEGOTIATING WITH A) OTM OCEANO-GRAPHY INTERNATIONAL COPR., COLLEGE STATION, TEXAS 77840 AND B) NTM DASIBI ENVIRONMENTAL CORP., 816 E. COLORADO STREET, GLENDALE, CALIF.

3. BO PHILIP CONTINUES THEIR NEGOTIATIONS ON THEIR OWN. HOWEVER, STC SUGGESTS OIM CONTACTS THE TWO FIRMS TO OBTAIN FOLLOWING INFORMATION FOR SHOW CATALOG WHICH BO PHILIP WILL NOT BE ABLE TO SUPPLY IN CASE PRINCIPALS DECIDE TO PARTICIPATE:
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A) ASK OCEANOGRAPHIC FOR THEIR REPRESENTATIVES IN FINLAND AND DENMARK IF NOT REPRESENTED DO THEY DESIRE

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AGENT-FINDING ASSISTANCE?; B) ASK WALTER
HEIDENMAN OF DASIBI IF HE DESIRES AGENT-FINDING
ASSISTANCE IN NORWAY, DENMARK AND FINLAND. THIS
APPROACH MAY IN ADDITION STIMULATE FAVORABLE DECISIONS.

4. STC NEEDS FOLLOWING INFORMATION ON THE PARTICIPATING
COMPANIES: A) DOES TURNER SEEK REPS IN NORWAY AND DEN-
MARK OR NAMES AND ADDRESSES OF ANY AGENTS THERE;
B) SAME INFORMATION FOR CARLE WITH RESPECT TO NORWAY,
FINLAND, AND DENMARK.
STRAUSZ-HUPE

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